

# TenStep Worldwide



Vito Madaio, PMP

- ◀ Who we are
- ◀ Where we are
- ◀ TenStep Network
- ◀ Project Management TenStep and PMI Framework
- ◀ The TenStep Process Model
- ◀ Project Management definition
- ◀ How TenStep can help
- ◀ TenStep's Products
- ◀ The benefits of a project management methodology
- ◀ TenStep's offerings
- ◀ Conclusion



### **TenStep, Inc.** *(Atlanta – USA)*

Business methodology development, training and consulting

Focus on providing value to our clients in the areas of

- ◀ Project Management
- ◀ Project Management Offices
- ◀ Portfolio Management
- ◀ Development Life-Cycle

### **TenStep Network**

TenStep, Inc. provides worldwide educational services through Global Partners, Regional Partners, and Local Offices on all continents

◀ **Tom Mochal** *(TenStep President)*

- Author of TenStep Products

◀ **Vito Madaio** *(Italian Partner)*

- Managing Director of **TenStep Italia**

**Global Partners** in over 40 countries  
*Partner Bios on our website*

## President of TenStep, Inc. : Tom Mochal

### ◀ Author of all TenStep Products

- Awarded 2005 Distinguished Contribution Award from the PMI
- Author of *Lessons in People Management* and *Lessons in Project Management*
- Published over 500 columns on project and people management
- Member of the Atlanta PMI Chapter and the American Management Association
- Member of the American Society for the Advancement of Project Management

◀ Certified Project Management Professional (PMP®) from PMI

◀ Certified Program Management Professional (PgMP®) from PMI

◀ B.S. in Computer Science from Iowa State University

◀ Work experience: Coca-Cola, Cap Gemini and Eastman Kodak



## **Managing Director of TenStep Italia: Vito Madaio**

- ◀ More than 30 years of experience on large IT projects and services
  - System Engineer and Project Manager at IBM Italia
  - Information System Director at Skandia Insurance in Italy
  - Service Manager at Cap Gemini Ernst & Young
  - Certified Project Management Professional (PMP®) from PMI
  - Certified BS7799 – *Security Auditor*
- ◀ Since 2004 – **TenStep Global Partner** for the Italian language



## *Where we are*

USA	<b>Italy</b>	Turkey	Czech Republic	Southern Africa
Canada	Spain	Croatia	Ukraine	China
Brazil	Poland	Macedonia	Israel	India
Mexico	Portugal	Greece	Middle East	Malaysia (Brunei)
(Central and South America)	France	Romania	(Saudi Arabia, United Arab Emirates, Oman, Bahrain, Kuwait, Yemen, Qatar, Iraq, Syria, Jordan, Lebanon, Egypt, Sudan, Libya)	Vietnam
Suriname	Benelux	Hungary		Australia
	Switzerland (Germany, Austria)	Bulgaria		

◀ More locations already established *(to be listed)*

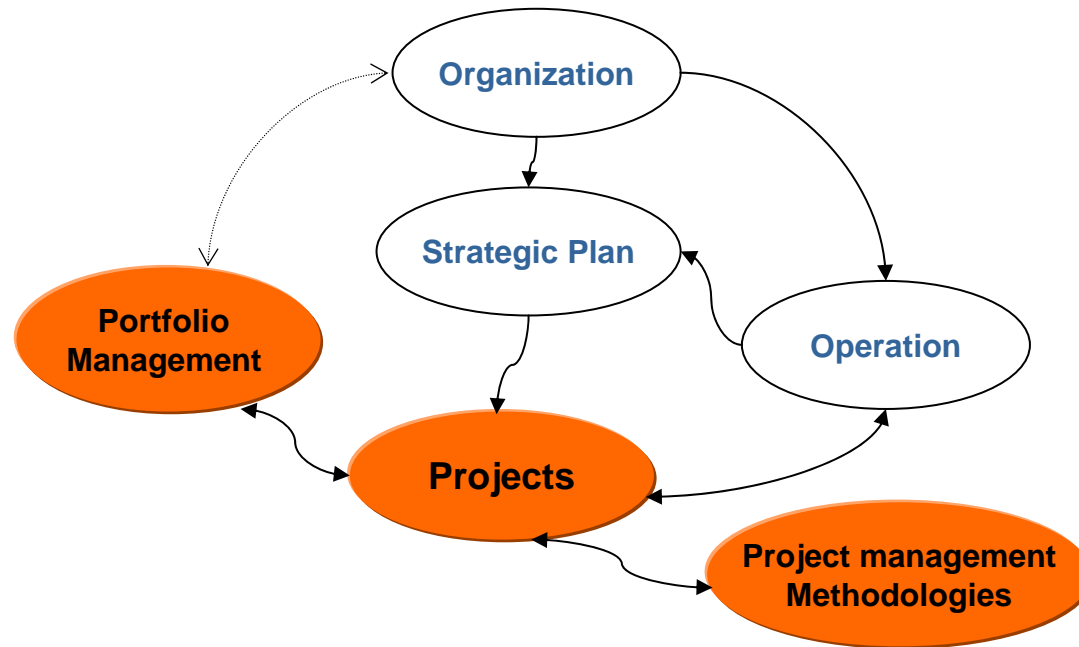
◀ Regional Partners in even more locations

**More than 8000 users worldwide**



- ◀ **Headquartered** in Atlanta, Georgia (USA)
  - ✓ The TenStep Process is supported in over 20 languages
  - ✓ Our TenStep process is perfectly aligned with PMI's PMBOK® Framework
- ◀ Full set of training and consulting services
- ◀ **Global Registered Education Provider (REP)**  
for the **Project Management Institute® (PMI)**





Modern organizations consider project management an indispensable skill to consolidate strategies and to stay competitive in the market



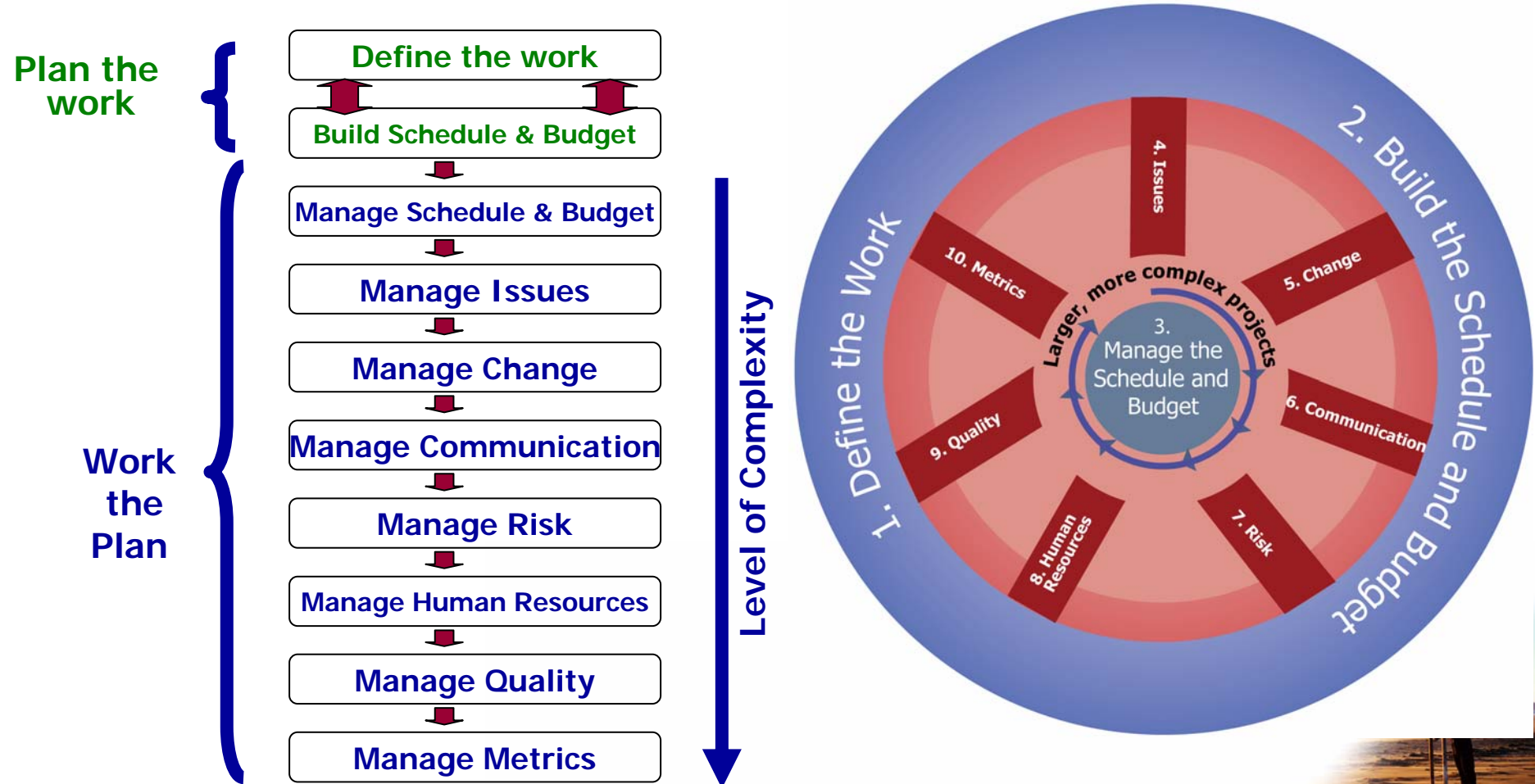
## ✓ The **PMBOK® Guide**

42 processes - **9** Knowledge Areas - **5** Process Groups

**Initiating – Planning – Executing – Controlling – Closing**

- TenStep Methodology, perfectly aligned to the PMBOK® Guide, explains in 10 steps how to apply **processes, techniques, templates, procedures and best practices** in managing a project
  - **PMBOK® Guide describes WHAT TO DO to manage a project**
  - **TenStep explains HOW to manage a project**





**PMBOK® Framework**

**+**

**TenStep Project Management Process®**

- Template, Processes, procedures, best practices
- White Papers, Education Materials

**=**

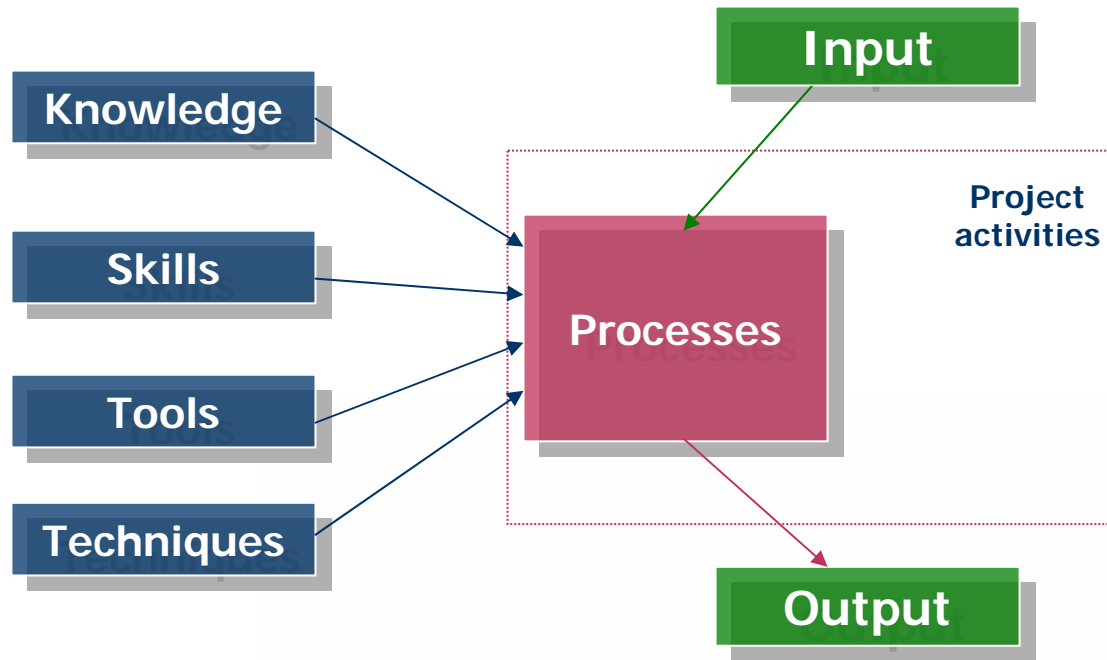


**TenStep PB**  
PMBOK® Framework

**An exclusive work authorized by PMI**

- ✓ **Project management** is **the application** of knowledge, skills, tools and techniques to project activities to meet project requirements.
- ✓ **Project management** is accomplished through the application and integration of the project management processes of **initiating, planning, executing, monitoring and controlling, and closing**

Copyright Project Management Institute



### Our involvement in the Project Management Evolution

- ◀ More than 70.000 professionals read our weekly newsletter
- ◀ More than 200.000 people per month visit our web sites
- ◀ We publish columns in many magazines and web communities
- ◀ We run a Community for Project Management (**The ICPM**)
- ◀ We have a Group Connection in **LinkedIn** (also TenStep Italia News)
- ◀ We speak at **PMI Chapters** throughout the world



## TenStep Project Management Process

- ◀ Flexible and scalable, based on the size of the project
  - “small methodology for small projects, large methodology for large project™”
- ◀ Applicable to all projects
- ◀ It stresses proactive project management
  - Plan up-front
  - Define project management procedures up-front
  - Anticipate rather than react
- Completely aligned with the **PMBOK® Guide**





- TenStep Project Management Process  
This methodology is useful for any project



- PMBOK  
The PMI worldwide standard integrated with TenStep Process explanations



- Project Management Office Framework  
How to define and to manage a PMO



- Portfolio Management Framework  
How to define project value and align with company strategies



- Application Development Life Cycle  
Waterfall approach: analysis, design, coding, test and deployment

### Better performances and lower costs

- ✓ Process repetitions (Reuse)
- ✓ Fewer errors and less rework (Problem Solving)
- ✓ Common templates (Best Practices)
- ✓ Planned activities (Schedule)
- ✓ Shorter project initiation (Start-Up)
- ✓ Easier knowledge transfer (Substitutions)
- ✓ Approved funding (Budget)



## **Training Services**

- ✓ Public Classes
- ✓ Onsite Classes
- ✓ Online Classes

**PMI Certification**  
**PMP and CAPM**  
**Exam Preparation**

## **Consultant Services**

- ✓ Coaching, mentoring and assistance on project management methodology adoption
- ✓ Assistance in PMO and portfolio management definition

## **Products Licenses**

- ✓ Product Utilization licenses

## **Training Services**

- ✓ All our classes are officially registered within PMI REP Program
- ✓ All our classes provide PDUs for PMI Certifications
- ✓ Many classes are translated and exercised in many languages
- ✓ Many of our Instructors are PMP® certified and have valuable project management experience



### **Examples of TenStep classes (in Italian or English)**

- ✓ **Project Management Preparation for Success (4 days)**
- ✓ Project Management .... for Executives (1 day)
- ✓ **Preparation for the PMP Exam or CAPM Certification (5 days)**
- ✓ **PMO Project Management Office Framework (2 days)**
- ✓ Portfolio Management Framework (2 days)
- ✓ Lessons in People Management (2 days)
- ✓ Project Quality Management (1 day)
- ✓ Project Estimating (1 day)
- ✓ **Costs and Earned Value Management (1 day)**
- ✓ Gathering Business Requirements (2 days)
- ✓ Many others



### **TenStep improves current processes**

- ✓ Customers capable of planning and managing operational changes
- ✓ A clear approach to manage any change as a project
- ◀ **Quicker Agreements with new clients on**
  - ✓ Schedule, budget and quality levels
  - ✓ Consistent status reports on project progress
  - ✓ Reduction or elimination of client conflicts
- ◀ **Easier way to deploy culture changes**
  - ✓ Shared approaches
  - ✓ Shared best practices
  - ✓ Shared templates
- ◀ **PMO and Portfolio Management**
  - ✓ Customers can evaluate results of their projects
  - ✓ Customers can more easily manage new potential bids
  - ✓ Increased customer satisfaction and more business opportunities



- ◀ [TenStep Clients](#) – Our clients worldwide
- ◀ [TenStep Worldwide](#) - Where exactly we are in the world
- ◀ [Partner Biography](#) - Partner experiences
- ◀ [TenStep Classes](#) - All TenStep classes



# Thanks

**For any questions, please contact**

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